

## Message Text

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43

ACTION EUR-12

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TO USDOC WASHDC PRIORITY

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UNCLAS VIENNA 8875

DIBA/OIM/SAD FOR CHARLES JOHNSON

DIBA/OIM/WE FOR DAVID KATZ

E.O. 11652: N/A

TAGS: BEXP, BDIS, AU

SUBJECT: KASTNER AND OEHLER IN-STORE PROMOTION,  
GRAZ, APRIL 1975

REF: A. USDOC 13351;

B. JOHNSON/DR. BOECK CONVERSATION, GRAZ, 9/26/74

1. POST HAS RECEIVED TRADE COMPLAINT LETTER FROM DR.  
KURT WRESSNIG, CHIEF PURCHASING AGENT, KASTNER AND  
OEHLER STORES (K AND OE), GRAZ.

2. WRESSNIG WAS IN U.S. IN JULY WITH TEAM TO PURCHASE  
U.S. CONSUMER GOODS FOR SUBJECT IN-STORE PROMOTION.  
AS DEPT. AWARE, POST HAS BUILT TWO-WEEK AMERIKA DAYS  
EVENT IN GRAZ AROUND K AND OE PROMOTION.

3. LETTER REPORTS THAT SEVERAL AMERICAN SUPPLIERS  
WITH WHICH K AND OE DEALT IN U.S. HAVE ARBITRARILY  
RAISED PRICES AFTER RECEIVING K AND OE'S ORDERS.

4. WORST EXAMPLE MENTIONED IS GENERAL HOUSEWARES  
CORPORATION, P.O. BOX 4066, NEW YORK, N.Y., WITH  
WHICH K AND OE BUYING TEAM PLACED ORDERS DURING  
CHICAGO HOUSEWARES SHOW. SUBSEQUENTLY K AND OE WAS  
ASKED BY ITS NEW YORK BUYING OFFICE, MCGREEVEY, WERRING  
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AND HOWELL, INC., WHETHER IT WOULD ACCEPT EARLIER DE-

LIVERY THESE GOODS THAN THAT AGREED UPON, SINCE PRICES WOULD GO UP FIFTEEN PERCENT AFTER OCTOBER 1, 1974. K AND OE RELUCTANTLY AGREED. A MONTH LATER K AND OE WAS INFORMED THAT DELIVERY COULD NOT BE ACCOMPLISHED BEFORE OCTOBER AND THEREFORE K AND OE MUST ACCEPT LATE DELIVERY AND FIFTEEN PERCENT PRICE INCREASE.

5. K AND OE COMPLAINS THAT SUCH PRACTICES ARE UNACCEPTABLE. SINCE THE FIRM SPECIFICALLY TOLD ITS U.S. SUPPLIERS THAT GOODS ORDERED ARE INTENDED FOR SPECIAL COMMERCE-SUPPORTED PROMOTION OF U.S. CONSUMER GOODS IN AUSTRIA, K AND OE FINDS SITUATION DOUBLY DIFFICULT TO UNDERSTAND.

6. POST HAS EXPRESSED ITS REGRET AND ASSURED K AND OE WE WOULD INVESTIGATE PROBLEM.

7. ACTION REQUESTED: REQUEST DEPT. CONTACT GENERAL HOUSEWARES AND MCGREEVEY, WERRING AND HOWELL IN NEW YORK POINTING OUT DIFFICULTIES OF SITUATION AND REPORT ANY INFORMATION OBTAINED ASAP. HUMES

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